Underwood *News*

SEPTEMBER
1 9 4 6

Director

LOUIS G. JULIHN

appointed

Honorary Vice President

*

JESSE A. HOLTON

appointed

Manager, Patent Department,

to succeed Mr. Julihn

The retirement of Louis G. Julihn, effective September 30, 1946, from active service as Manager of our Patent Department at the Research Laboratory in Hartford, was recently announced in a bulletin issued by Chairman P. D. Wagoner.

In January, 1946, Louis G. Julihn passed the milestones of his 35th year of service as a Director of Underwood Corporation and its predecessor Elliott-Fisher Company, and his 46th consecutive year of service with our organization since January, 1900, when he first became associated with our patent activities.

Underwood recalls with justifiable pride and satisfaction the many and varied occasions, during the past forty-six years, when Mr. Julihn's wise counsel, efficient and untiring efforts, and his intense loyalty as a member of the Underwood Family were solid bulwarks for the best interests of our Company.

Commenting on the many, many years of Mr. Julihn's faithful and highly efficient service, Chairman Wagoner stated: "I am glad to take this occasion to express my warm-hearted appreciation and deep thanks to Mr. Julihn, not only for the service he has rendered to our Company, but also to me personally as a wise counselor and close personal friend."

Mr. Julihn has been appointed an Honorary Vice President of Underwood Corporation, and continues to serve as a member of our Board of Directors.

The many friends and associates of Mr. Julihn throughout our entire organization join in best wishes to this "guide, philosopher, and friend," and hope that much peace, happiness, health and contentment will come to him throughout the future years.

LOUIS G. JULIHN
Honorary Vice President and Director

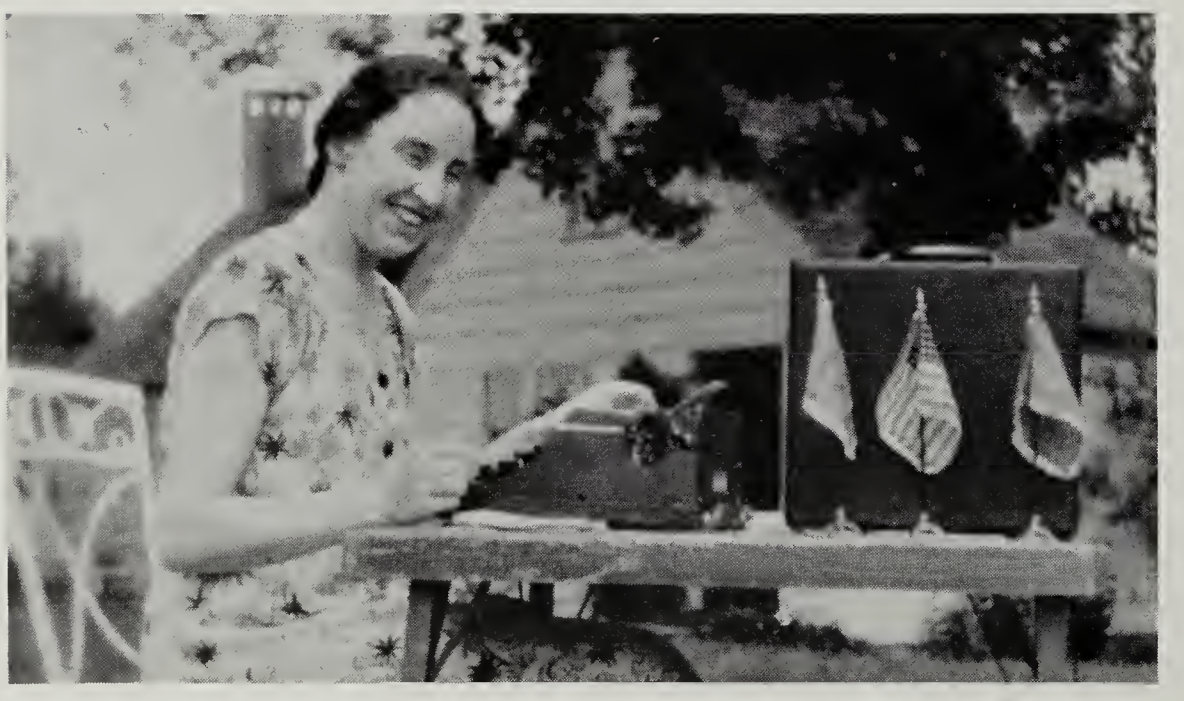
JESSE A. HOLTON
Manager, Patent Department

Effective October 1, 1946, Jesse A. Holton, Assistant Manager of our Patent Department at Hartford, has been appointed Manager, Patent Department, to succeed Mr. Julihn.

Mr. Holton, who joined our organization more than ten years ago, has ever since been closely associated with Mr. Julihn, and the torch is now handed to "Jesse" as the next runner down the line, on the basis of his own demonstrated ability and successful record.

The hearty congratulations and good wishes of our entire Underwood Family are extended to Mr. Holton for his continued success.

DUTCH MAYOR'S WIFE USES UNDERWOOD . . .



A guest in Bridgeport, Connecticut recently was Mrs. Michiels Van Kessenich, left, wife of the Mayor of Maastricht, Holland, who was touring the United States addressing parents of American boys who are buried in the Cemetery just outside of her city.

The Bronson Hawley Post of the American Legion presented Mrs. Van Kessenich with an Underwood Portable Typewriter as a gift on the evening she appeared before the Post. Mr. D. S. Sammis, Vice-President and Works Manager of the Underwood Bridgeport Works, presided at the meeting.

She is shown with the Underwood together with a set of Desk Flags given her with the typewriter.

Australia compared with the United States in size.

Australia . . . AND *Her People*

(Editor's Note: *This article has been prepared with the thought that Underwood employees will enjoy reading the often unfamiliar facts about the island-continent whose people fought so valiantly throughout the War. Data and photos were secured from the Australian News and Information Bureau, an Australian Government Agency.*)

Sometimes it's a country's wealth—again it's her people—or even her climate that attracts attention. But with Australia, it's usually her intriguing history, intermingled with natural resources, that offers so much interest. Here is a country with a background as rare as ours, as fascinating as the most exciting American history book. In fact, Australia is an indirect outgrowth of the American Revolution.

Unknown to most Americans Australia is large — slightly larger in actual land area than the United States when the expanse covered by the Great Lakes is excluded. However, one-third of the country lies in the tropics and has been developed only slightly, with more than half of her people living in the large coastal cities and towns.

The explanation of the reference to Australia as the country "down under" is simple. The country simply lies *down under* the equator, about 7,000 miles from the United States and 10,000 miles from England. There is a wide range of weather, but no extreme cold. And, the seasons are the reverse of those north of the equator. An outstanding weather feature is the long term of sunshine. Even on days classed "rainy", the sun shines for hours and no coastal city gets less than an average of about six hours sun a day for the whole year.

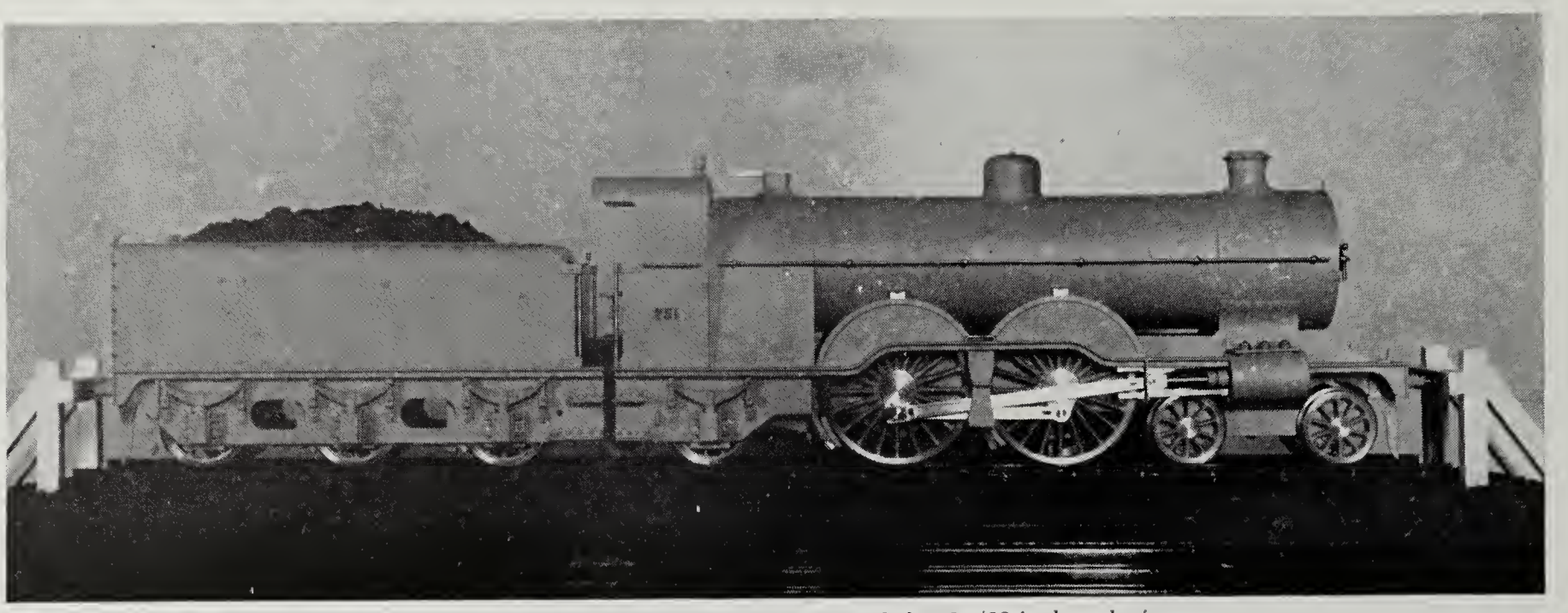
In 1850 there were 400,000 people in Australia—that was less than 100 years ago. A year later gold was discovered and settlers arrived from England, Ireland, Scotland, Germany, France and America. In four years the population doubled and redoubled, and today there are 7,300,000 Australians. That's growing!

Australia didn't have a war to gain her independence—rather she grew into it. And, what's more she's democratic, but there is still a king. Representative form of government exists throughout Australia. Each of the six Australian colonies, united as six States in a single federation, has always had its own Parliament. When they united to form the Commonwealth of Australia, their constitution was patterned much after that of the United States. Their system of government stands midway between that of this country and Great Britain's. There are a Parliament and a Prime Minister, and the Government of the United Kingdom cannot pass any law binding on the people of Australia—nor can the Government of the Commonwealth of Australia pass any law binding on the people of England. Only the Australian Parliament can make laws to govern its country.

Everyone over 21 years of age has a vote. But voting in Australia is not only a right—it is a legal responsibility. Failure to vote without good reason is punishable by a fine of up to $7.00. During the War, servicemen and women voted at their battle stations throughout the world.

The six States are *Victoria*, famed for her raisin and currant crop; *New South Wales*, known for her coal and shipping; *Queensland*, producer of

Scenes in Australia that greatly resemble many found in and around American cities. At left is Sydney with her famous harbor and bridge. Center view is business section in Sydney and at right is native Koala bear with her young.



Model of England's largest steam locomotive scaled to 17/32-inch to the foot.

cane-sugar and cattle; *Tasmania,* furnishing the world with wheat and wines; and *Western Australia* where most of Australia's gold is found. The high quality Australian wool comes from several of the States.

Their flag too has a history. The three features are the Union Jack, indicating Australia's membership in the British Commonwealth of Nations; the Southern Cross; and the seven-pointed Federal Star. Before 1908 that star was six-pointed to represent the six Australian States. Afterwards another point was added to represent the Australian Federal Territories.

Australia's animals are unique. In no other part of the world can the Koala bear be found. He stays in his mother's pouch like the kangaroo until old enough to cling to her back. And, he drinks nothing, obtaining what moisture he requires from the juice of the eucalyptus leaves, his only food. He's about 20 pounds in weight when grown, has a soft, round, furry body and has a friendly way. He spends most of his day sitting in the fork of an eucalyptus tree, sleeping or looking around with puzzled eyes. He's Australia's darling! Well-known too are the kangaroo and emu who appear on the Australian coat-of-arms.

Now for the people of Australia. Summing them up—"You'll find the Australians an outdoor kind of people and very democratic. They haven't much respect for stuffed shirts, their own or anyone's else's . . ." That's what was told our American fighting men during the War. Several Australians have attracted attention in the United States recently—Dr. Herbert Evatt, prominent in International Circles, who represented Australia at the United Nations, and Sister Kenny, the Australian nurse who has given hope to infantile paralysis victims.

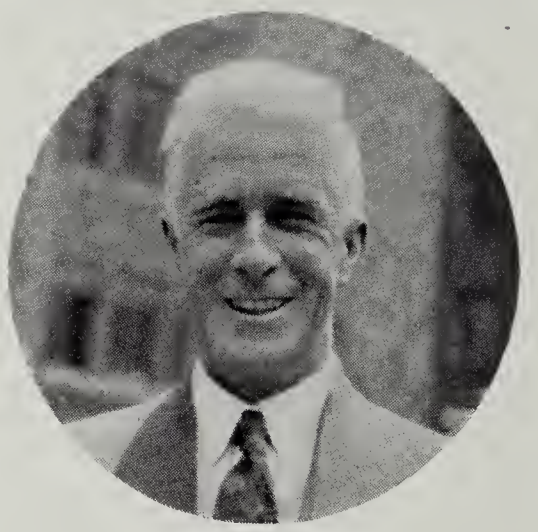
While cricket and horse-racing are national pastimes, Australians excel at tennis, and at the present time hold the Davis Cup. The 1946 Finals in tennis will be played in December of this year.

Thus with this description and a mental picture of the country itself, it's easy to tell about two Australians who visited our offices at One Park Avenue recently—Sydney G. Stott, General Manager of Stott & Underwood Pty. Limited and R. H. Farley, Service Manager for the same company.

Both men reside in Sydney, a city with a fine harbor, hills and modern buildings, resembling San Francisco in appearance.

SYDNEY G. STOTT

Mr. Stott, son of Sydney A. Stott who heads Stott & Underwood Pty. Limited, joined the company in 1932 and became General Manager in 1939.



R. H. FARLEY

He was born and reared in Australia and knows his country well. In 1929 he toured the United States with the *Young Australian* organization composed of young men, and on that trip he met President Hoover and chatted with Henry Ford. And both men made vivid impressions on Mr. Stott's mind.

He is married and has two sons, eight and five years of age. He is a golfer, loves the outdoors and goes into photography in a big way. And in the usual Australian style, he is accomplished in both diversions.

Mr. Farley is also an active and prominent member of Stott & Underwood Pty. Limited, having been with that Company for 37 years. He is not only responsible for servicing Underwood equipment, but trains a large personnel of servicemen constantly. Yet this energetic person finds time for a hobby. He builds models. One of the cleverest is his model steam-engine modeled after England's largest locomotive. It is made entirely by hand, has a steam pressure of 120 pounds to the square inch, runs 70

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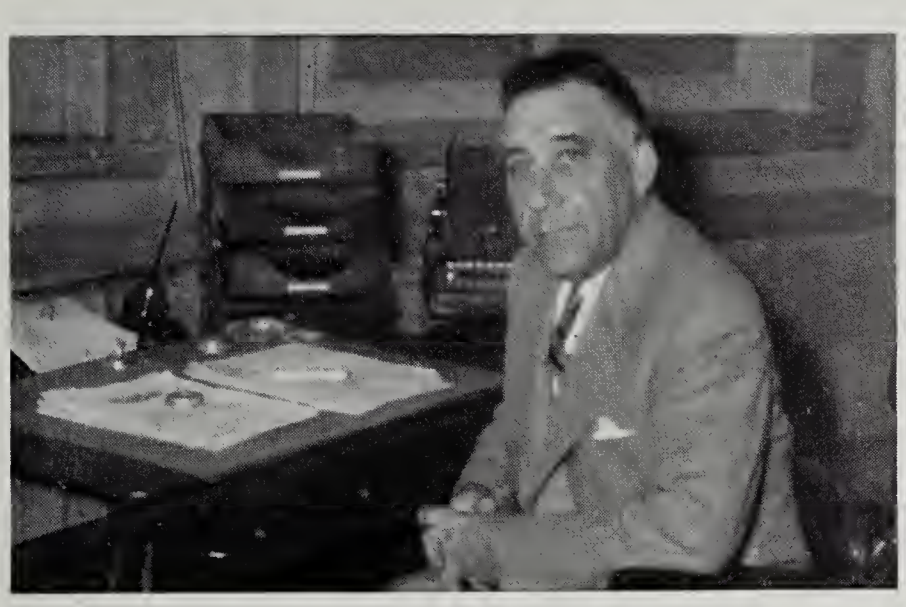
VINCENT F. SCHNEBLE *and* JAMES L. BYROM
Promoted at Hartford Works



VINCENT F. SCHNEBLE

JAMES L. BYROM

Of much interest is the announcement made recently by Vice President F. U. Conard, Hartford Works, of the appointment of Vincent F. Schneble as Superintendent and Production Manager and James L. Byrom as Chief Engineer.

Both men are well known in the Underwood organization, and their promotions are of special interest to manufacturing circles in and around Hartford.

Mr. Schneble became associated with the company eleven years ago as Superintendent of the Underwood Accounting Machine Division at the Hartford Works. In 1942 he was appointed Production Manager, a position which he continues to fill with distinction in addition to his newly assigned responsibilities.

He was born and reared in Ohio. After attending the University at Dayton, he showed his mechanical interests by becoming a toolmaker. In the course of his career he has been engaged in the production problems involved in the manufacture of meters and office equipment.

Mr. and Mrs. Schneble live on an old Connecticut farm which they purchased three years ago and find the task of remodelling the house and buildings an interesting and absorbing one.

Mr. Byrom returned to the Underwood organization in 1942 after an interval of fourteen years. Between 1925 and 1928 he was associated with the company at the Bridgeport Works as engineer in charge of tooling the first Underwood Portable with the now standard 4-bank keyboard.

A Native of Central New York State, he began his manufacturing career as a toolmaker in a small arms plant. Prior to his return to the Underwood organization, he was with a nationally known manufacturing concern with which his responsibilities included the development of special machinery, the processing and uses of synthetic resins and the engineering on radio receivers. In 1942, at the request of the War Department, he served on the Advisory Committee for the development of deep drawing methods for the production of steel artillery shells.

Immediately prior to his recent promotion, he was Product and Process Engineer of the Hartford Works.

Mr. and Mrs. Byrom are residents of West Hartford.

These promotions within the Hartford organization will be as welcome in the Field as they are within the manufacturing divisions.

Australia . . .

(Continued from preceding page)

miles per hour, can pull two persons on a proper conveyance, is all oil and fuel-fired and has hand and steam brakes.

Mr. Farley built it 17/32-inch to the foot in scale with a length of 29 inches over all, tender and engine. Drawings, patterns, castings and parts were made by Mr. Farley, and it took him a number of years to complete the entire model.

Both men reflect the true Australian spirit of friendliness and humor.

Mr. Stott and Mr. Farley visited the Underwood Works in Bridgeport and Hartford and were interested in all Underwood products. Stott & Underwood Pty. Limited and the affiliated Stott companies located in each Australian State, have represented the entire Underwood line since 1937 and prior to that time handled Underwood typewriters for many years—so, from these two interesting executives we have learned there's no question but what the Underwood name in Australia is tops!

Great Minds Discuss Ideas.
Average Minds Discuss Events.
Small Minds Discuss People.

First Underwoods to Reach Italy in Six Years Delivered to Vatican . . .

His Holiness, Pope Pius XII, using one of the new Underwoods.

After six years of total isolation from Underwood typewriter imports, Italy has received a shipment of 60 Underwoods which was delivered direct to the Vatican City recently.

Actual delivery to the Vatican was made by Antonio Stagni of Rome who sells Underwoods and is well known in that locality.

His trucks clearly marked with *Underwood* were photographed while en route to their destination, and as a climax to the delivery in the Vatican City, His Holiness Pope Pius XII posed with the Underwood which he will use personally.

Mr. Stagni describes the arrival and delivery of these first post-war Underwoods as *long-waited-for* and *interesting*.

Underwood trucks passing through St. Peter's Square.

In the Parrot's Yard.

Underwood trucks entering St. Marta Entrance to Vatican City.

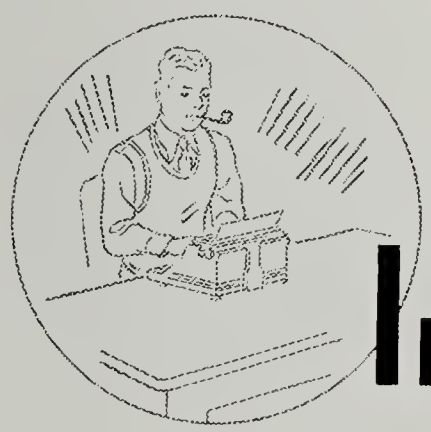
Delivery trucks unloading shipment at the Vatican Station.

ACCOUNTING MACHINE CLASS AND GUESTS ATTEND DINNER IN HARTFORD

When a recent Accounting Machine Class in the Central Sales Training School at Hartford completed its work, a dinner was held attended by several executives from New York City.

Those completing the work were A. Cicchetti, Boston; A. A. Ibanez, New York; A. R. Pagani, Rockford; J. R. Copeland, Oakland; Jack P. Mason, Erie; Terrence W. Lyons, Reading; Ralph A. Pearce, Seattle; Theodore H. Frey, Cincinnati; Kenneth Kelly, Seattle; Elliott D. Herrick, Brooklyn; A. B. Weaver, New York; P. L. Smith, Baltimore; Walter D. Briggs, Newark; C. S. Robertson, Worcester; James E. Cardwell, Philadelphia; G. H. Cramer, Utica; Kenneth A. Boyd, Oakland; R. E. Hanson, Boston and Franklin A. Meyer, Chicago.

Guests for part of the work were Sydney Stott and Reginald Farley of Sydney, Australia. Others shown in the photo are W. F. Arnold, L. T. Osmon, J. M. Thompson, Jr., W. H. von Hacht, A. Jensen, H. P. Zerbe, R. E. Ward and R. L. Anderson.



IF YOU WERE 21... *What?*

One man's version of what he would do if he were 21 is told by Dr. Willis R. Whitney, the founder and director emeritus of the famous General Electric research laboratory. His thoughts are well worth thinking about . . . and may inspire you too! His full article appeared in the July AMERICAN MAGAZINE.

If I were 21 or thereabouts, just out of the war, and uncertain of my future and my career, I think I should buy a typewriter. The typewriter is one of the world's greatest inventions, not merely because it provides a facile method of rapidly communicating your ideas to others, but because it also helps you to communicate your ideas to yourself. It clarifies your thinking. It can talk to you and advise you.

I know a young man who is uncertain whether to be a boat builder or an accountant. I suggested, when he asked my advice, that he sit down at a typewriter and write two essays addressed to himself—one on the advantages of being a boat builder, a marvelous outdoor occupation, the other on the advantages of being an accountant. Then he should write two more on the disadvantages of each calling, and study what he has written. One never knows what is in his mind until he gets busy and lets it out. However, before the young man does any of this, he must learn to write on a typewriter. When he has done that, he will find that he already has one marketable skill—typing.

If I were seeking a job and could not call upon each prospective employer in person, I should prefer to apply with a typewritten letter. Print is always more impressive than handwriting, which, in some respects, is unfortunate, considering some of the untruths in print.

(Continued on next page)

HENRY P. HEAVISIDE

Assistant to Personnel Manager

Henry P. Heaviside recently joined the administrative staff of the Comptroller's Department as Assistant to W. H. Hargreaves, Personnel Manager.

Mr. Heaviside is a graduate of the Brooklyn Preparatory School, attended Rutgers University and St. John's Law School, the latter from which he received his LLB degree. He is a member of the New York State and Federal Bar.

He has had considerable experience in the field of employee relations, having served as an Industrial Relations and Personnel Executive in various metal manufacturing industries for several years.

It is a pleasure to welcome Mr. Heaviside to Underwood and at the same time wish him much success.

IF YOU WERE 21...

(Continued from preceding page)

This brings me to another good use to which a youngster can put a typewriter. He can examine the truth of print with print. That is to say, he can write an essay on some impressive piece of advice he has just read—even this — and discover by experiment whether it is true or not.

Say he has just read an interesting article on some great man who made good by sticking to his job. The moral of the article is that a rolling stone gathers no moss. Well, who wants moss, anyhow? One way to find out what you want to do in life is to try all kinds of jobs. If you don't like working in a filling station, try a store. Try an office, a shop, a farm. Not only will you find out what you want to do, but you will pick up, as you go along, an amazing amount of useful information . . .

I happen to be a kind of monkey. I have a monkeylike curosity that makes me want to feel, smell, and taste things which arouse my curiosity, then to take them apart. It was born in me. Not everybody is like that, but a scientific researchist should be. Everybody has his peculiarities; therefore, it would be impossible for me to advise the average young man whether to enter this marvelous new field of nuclear physics. There is a danger that the very wonder and mystery of it may attract somebody who would have a much better time designing, manufacturing, or selling the incredible number of new substances and objects which atomic rearrangement is already producing for us.

If I were 21 and did not feel scientifically inclined, I would not disdain a job selling plastic dishes, for instance, from house to house. It is outdoor work for a young veteran conditioned to an out-of-door life. Such a salesman would learn so much about people, more than I have an opportunity to learn in a laboratory. He should make money, have fun, and be cut in on the atomic age all at the same time. He might write a book about his experiences. He might learn some new things about what people want to buy that would help the researchist, the designer, or the manufacturer. It is not the job you take that matters so much, as what you do with it . . .

Stenography is not a bad job. One should learn something from everything one copies or hears dictated. I wonder whether any stenographer has yet devised a new way of putting on a typewriter ribbon. Or should there be a ribbon? Maybe it would be better to ink the type with some sort of roller operated by a key. I do not know. That's really a thinking job for a good stenographer. I loathe changing ribbons.

What I am getting at is that some people are inclined to shoot too high and arrive too quickly. If I were 21, I think I would be willing to take any kind of job to see where it would lead me . . .

If I were 21 and wanted to study medicine, I don't think I would pack off to school. I would get a job as an orderly in a hospital, carrying out bedpans, if necessary, and look and listen. After a year or two of that, I might know what kind of medicine I wanted to study. Maybe I would find that I preferred to become an expert in hormones, rather than a surgeon. I might even end up as a druggist or a maker of surgical equipment. I would see where the job led me . . .

We are making more and more new things. The more we make, the more men will work, the more people will buy. The more they buy, the more transportation we shall need, the more stores and warehouses. Employment will snowball. There are more opportunities today in this land than there have ever been. They are increasing in number. I think they are infinite . . .

The older I get the more I realize that the highest good is the good of the people. If I were to choose an occupation again I should consider three things: How well it served the public good; how much fun there was in it; and, of course, whether its financial reward would meet my need.

I know a young fellow, God bless him, who goes around the country selling birdhouses made in the shape of little white churches. He makes them. I now have 14 or 15 of them. I put the wren-houses in different locations at different heights to find out where wrens prefer to nest. I haven't found out much yet, except that they don't like to be near trees from which cats and squirrels can leap to the birdhouse roof or platform. This young man is having a glorious time going about the country, meeting good people who love birds. He makes money, has fun, serves the public good and the good of birds. The simple and humble things are not to be overlooked in this world of boundless opportunity.

MOSTLY ABOUT PEOPLE

Question: *What Would You do if Someone Left You a Million Dollars?*

JOHN H. HEADEY
Delivery and Shipping Division
New York

"It would be nothing short of a miracle! But, there would be ways of distributing a share to several worthy causes, still leaving enough for me and my family to live on always. However, I'm not sure I would survive the shock of such news, so unless the bearer of the good tidings took utmost care, I might not be here to enjoy that million."

RICHARD G. PFEIFFER
Service Department
New York

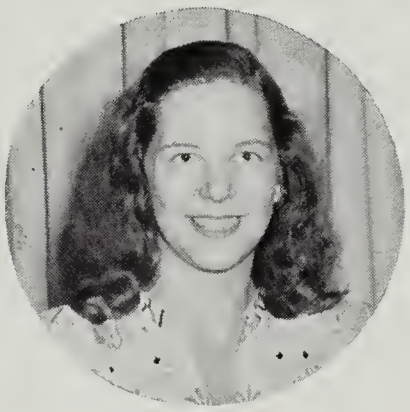
"I would buy a large bungalow home with right and left wings surrounded by three acres of land. I would want a flower garden and would cultivate a small farm, as these are my hobbies. There would be a swimming pool and a tennis court too. I would also want a large sedan, a sports roadster and a 50-foot cabin cruiser. Then I would invest in a small business and buy some solid securities."

J. E. HESS
General Service Dept.
New York

"One Million Dollars—hum-m-m, that's the one with the naughts behind it! That's a hard question. However, I know the first thing to do would be to quit work and loaf. The second would be to purchase extensive and complete wardrobes for my wife and myself. Third, well—the thought of seeing all of the places we have read about would just about complete my ultimate desire. A yacht and railroad car for this wouldn't be bad!

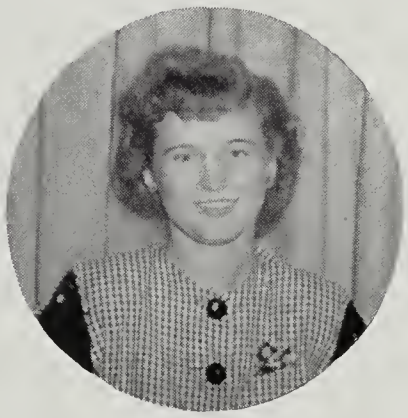
W. E. LONG
Secretary-Treasurer's Dept.
New York

"Answering this question is dreaming; however, I find myself dividing the money three ways. Traveling and a business venture would consume two-thirds, and a philanthropic idea would thrive on the balance. If it were *not* a dream, I know the next 20 years of my life would be wonderful!



CAROLINE WIND
Engrg. and Manufacturing Dept.
New York

"After recovering from the shock, my first thought would be to buy myself a home complete with all the fixin's—nothing fancy and no servants. Next, I would hire an expert to advise me on how to make investments. Also, I would contribute a large sum to worthwhile charities and research. A Million Dollars, if used wisely, would take care of me for the rest of my life. I could live comfortably, take trips, or just plain loaf!



LILLIAN TREFNY
International Division
New York

"I'd spend it naturally. Since statistics show that one-third of the women between 20 and 34 years will not marry due to an acute shortage of men. I'd pay the expense of transporting men from the West, as it's said there are more men there than in the East. Then I'd buy a black convertible with red leather seats, a fur coat and a sail-boat. So all I need is someone to leave me a Million Dollars!"

DOROTHEA DWYER
Bureau of Methods
New York

"By the time the Government finished deducting the inheritance tax, I could only hope there might be enough left to build a house and buy a car—the two things I want most."

BERTHA ALTZ
New York Sales
New York

"I think I'd go on one big buying spree! What I'd end up with would be anyone's guess. The nicest thing about it would be that I'd feel I had all the money in the world with no worries except to dish it out to my creditors. Fun?"

HAVE YOU A QUESTION?

Then send it in to your Underwood News Editor, New York City. You may win $5.00 in cash if your question is published. Any Underwood employee is eligible to submit questions, and the only "rules and regulations" are that you keep them non-racial, non-religious and non-political. Let's just have fun. The question used in this issue was suggested by Bill Allerton and Ethel Clarke.

MORE STATEMENTS, *FASTER* AND AT LOWER COST..

Cycle Billing Expert W. H. von Hacht

. . . Tells How

Sundstrand Cycle Billing

DOES THE JOB BEST!

W. H. von HACHT
Sales Manager, Department and Retail Stores

"At no time in the history of Department Store Accounts Receivable Billing has the process of 'getting the bills out' been so simple and easy as it is today. The answer? The *Sundstrand* Cycle Billing, Posting and Control System!

"The *Sundstrand* Cycle Billing Machine is the most automatic, the fastest and the easiest to operate. It automatically provides all balances and totals required on each Statement and History Ledger Card. And, it also automatically provides all columnar totals on the Proof Journal required for proof and control purposes.

"Proof of these factors lies in 65 Department Stores having purchased the *Sundstrand* Cycle Billing Machine for their Accounts Receivable Departments."

Well known from coast to coast, Mr. von Hacht lists a few reasons WHY the *Customer*, the *Store Executive* and the *Operator* prefer *Sundstrand* Cycle Billing.

CUSTOMERS prefer Cycle Billing because—

(1) They prefer to receive their original Charge Tickets and Credit Slips with their Statements.
(2) They prefer the "complete itemization" which the Original Tickets bring.
(3) They like to receive their Statements on the scheduled dates.

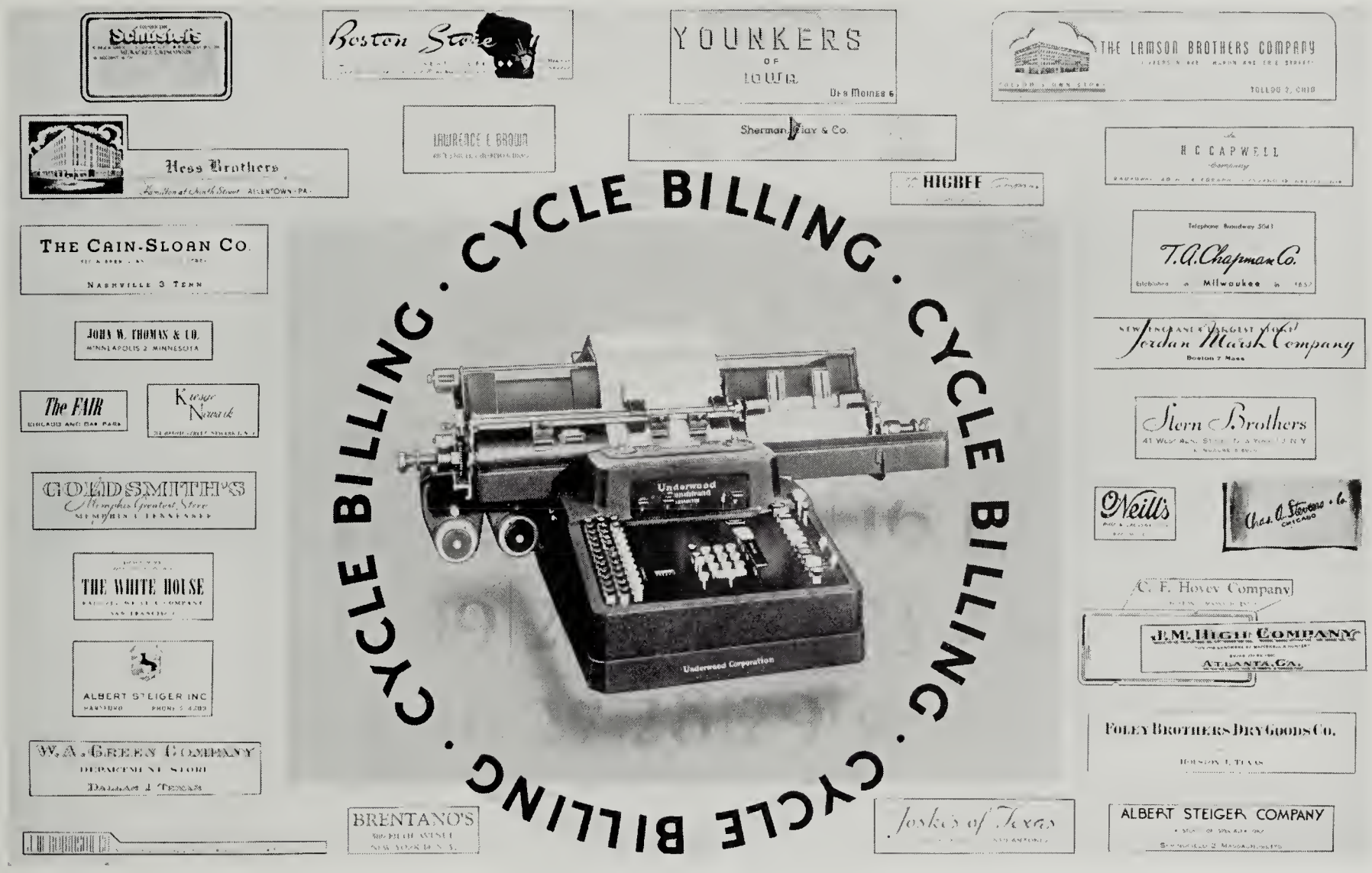
STORE EXECUTIVES prefer *Sundstrand* Cycle Billing Machines because—

(1) Operating costs are reduced.
(2) Novices become skilled operators in a few days.
(3) Speed in output greatly increased due to almost total automatic operation.
(4) Stationary costs are less.
(5) Itemizing is complete.
(6) Debit New Balance Totals, Credit New Balance Totals and the Net Difference are provided automatically.
(7) Checking is easier and faster.
(8) Less space for the equipment is required.
(9) Adjustments on customer's Statement reduced 75%.
(10) Storing of tickets eliminated.
(11) About one-fourth as many machines are required.
(12) Peak loads eliminated
in billing
in mailing
in checking
in Cashier's Department
in Adjustment Department
in freezing accounts (Regulation "W")
(13) Posting can be done directly from tray.
(14) Filing is the same as "stuffing".
(15) Totals are all automatic.

OPERATORS prefer *Sundstrand* Cycle Billing Machines because—

(1) The Sundstrand 10-Key Keyboard is operated by the "touch" method.
(2) The Sundstrand is so simple to operate, it is not necessary to look at keyboard—eyes may be concentrated on posting media.
(3) The Sundstrand is so fast that highest production is assured.

WITH *SUNDSTRAND CYCLE BILLING MACHINES* . . .



PARTIAL LIST OF STORES WHICH HAVE PURCHASED *SUNDSTRAND* CYCLE BILLING MACHINES

Number of Machines	Name	Address
6	Boston Store	Milwaukee, Wisc.
7	Schuster's	Milwaukee, Wisc.
4	Younker Bros.	Des Moines, Iowa
2	Hess Bros.	Allentown, Pa.
2	John W. Thomas Co.	Minneapolis, Minn.
7	Higbee Co.	Cleveland, Ohio
4	Kresge of Newark	Newark, N. J.
2	Brentano's Inc.	New York, N. Y.
2	O'Neill & Co.	Baltimore, Md.
5	Fair Store	Chicago, Ill.
4	Chas. A. Stevens Co.	Chicago, Ill.
3	Lamson Co.	Toledo, Ohio
2	J. M. High Co.	Atlanta, Ga.
3	Joske's of Texas	San Antonio, Texas
1	The Brown House	Stockton, Calif.
5	J. W. Robinson Co.	Los Angeles, Calif.
2	Popular Dry Goods Co.	El Paso, Texas
1	Sherman, Clay Co.	San Francisco, Calif.
15	Jordan, Marsh Co.	Boston, Mass.
3	C. F. Hovey Co.	Boston, Mass.
3	Albert Steiger Co.	Springfield, Mass.
6	The White House	San Francisco, Calif.
2	Cain Sloan Co.	Nashville, Tenn.
2	Albert Steiger, Inc.	Hartford, Conn.
2	T. A. Chapman Co.	Milwaukee, Wisc.
3	J. Goldsmith & Sons	Memphis, Tenn.
2	W. C. Stripling Co.	Fort Worth, Texas
5	Stern Bros.	New York, N. Y.
2	W. A. Green Co.	Dallas, Texas
3	Foley Bros.	Houston, Texas
7	H. C. Capwell Co.	Oakland, Calif.
2	Fowler, Dick & Walker	Wilkes-Barre, Pa.
2	H. C. Prange Co.	Green Bay, Wisc.

Number of Machines	Name	Address
2	H. C. Prange Co.	Sheboygan, Wisc.
1	H. C. Prange Co.	Appleton, Wisc.
2	Watt & Shand Inc.	Lancaster, Pa.
2	The Addis Co.	Syracuse, N. Y.
2	Conrad & Co.	Boston, Mass.
1	The Boston Store	Utica, N. Y.
6	The Hecht Co.	Washington, D. C.
3	Abercrombie & Fitch	New York, N. Y.
2	James Black D. G. Co.	Waterloo, Iowa
6	G. Fox & Co.	Hartford, Conn.
1	Raos Bros.	Sacramento, Calif.
2	John Gerber Co.	Memphis, Tenn.
3	Hale Brothers	San Francisco, Calif.
3	B. Lowenstein Bros.	Memphis, Tenn.
1	Joseph Magnin	San Francisco, Calif.
1	Petroleum Heat & Power	Stamford, Conn.
3	Golden Rule	St. Paul, Minn.
1	Hamilton & Co.	New Haven, Conn.
3	J. L. Brandeis & Sons	Omaha, Neb.
2	Franklin Shops	Hempstead, N. Y.
2	Olds Wortman & King	Portland, Oregon
5	L. S. Donaldson	Minneapolis, Minn.
4	Franklin Simon Co.	New York, N. Y.
1	Diamond's Boston Store	Phoenix, Ariz.
1	T. W. Mather Co.	Pasadena, Calif.
12	Famous Barr Co.	St. Louis, Mo.
8	T. Eaton Co., Ltd.	Montreal, Canada
7	T. Eaton Co., Ltd.	Toronto, Canada
2	Levy Bros.	Elizabeth, N. J.
1	W. R. Carithers & Sons	Santa Rosa, Calif.
2	Buffum's	Long Beach, Calif.
1	F. C. Nash & Co.	Pasadena, Calif.
1	Kohn's	Oakland, Calif.

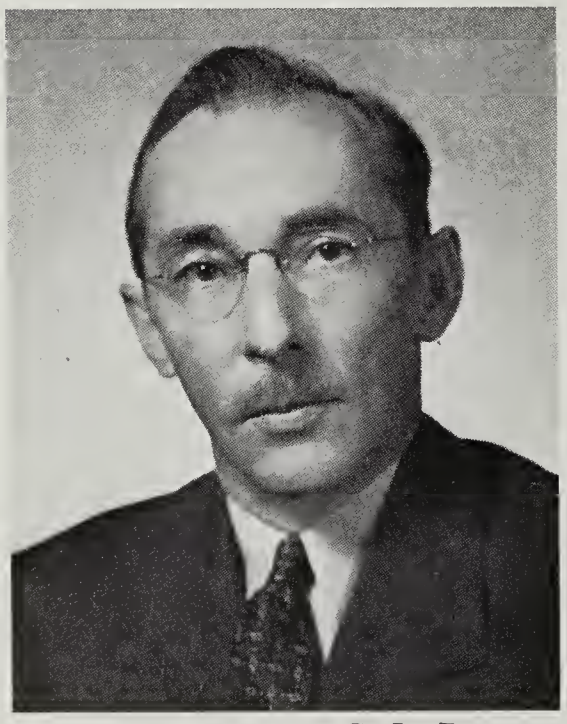
PROMOTIONS~

C. F. ROGERS

Mr. Rogers started in the Boston Branch in 1934 and has worked as a Typewriter Salesman. His appointment to Branch Manager in Worcester was announced recently.

Sincere congratulations are extended.

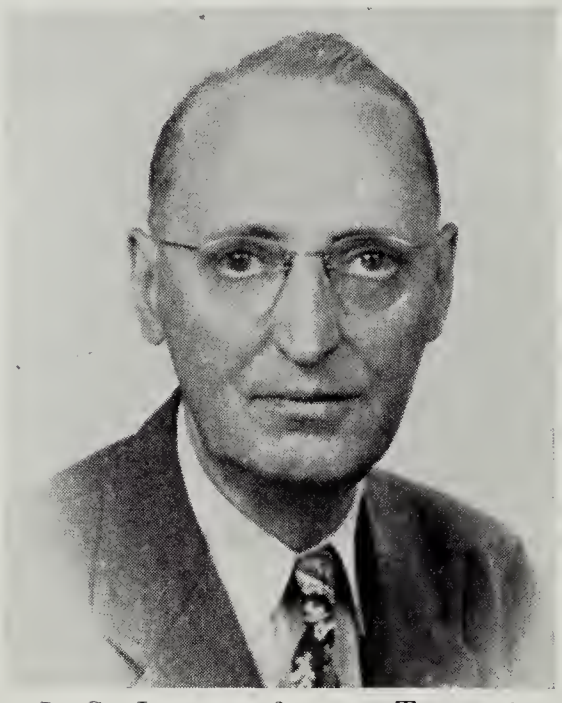
G. L. BOOROM



Congratulations to G. L. Boorom, Youngstown, Ohio, on his promotion to Branch Manager. He comes from Cleveland where he was in the Accounting Machine Division as a salesman. He is also well known in the Adding Machine Division in which he worked for some time. He has been with the Company for 11 years.

☆

J. S. LARSON



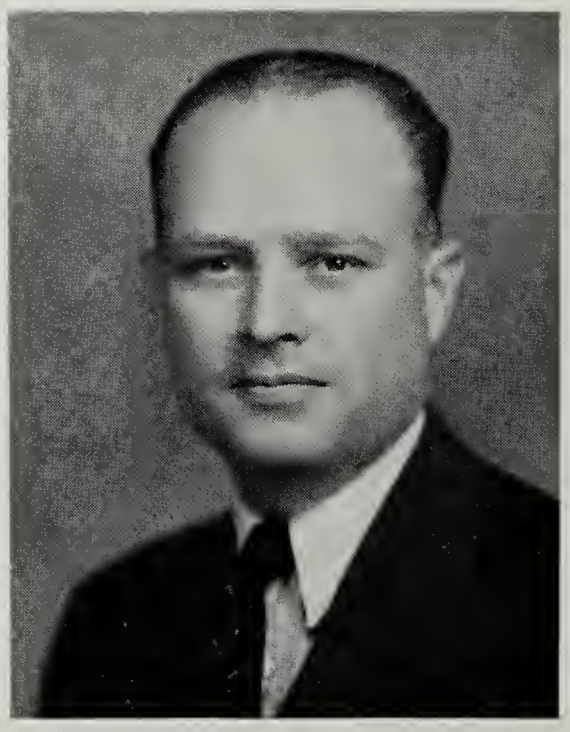
J. S. Larson, former Typewriter Salesman in Albany, New York, has been promoted to Divisional Manager of Typewriters in Albany. He became associated with Underwood in 1908 and has continued in the above city since that time. His friends wish him much success in his new position.

☆

A. J. WILLIAMS

Mr. Williams became associated with the Company in 1914 as an apprentice in Rochester. After working as a salesman in the Typewriter Division, he was promoted recently to Branch Manager, Rochester. Congratulations!

A. L. ABRAM



A. L. Abram was recently made Branch Manager of the Phoenix Arizona office. He entered our employ some 23 years ago as a Serviceman in Des Moines, Iowa and has held positions of Typewriter Salesman, Sub-Branch Manager and Branch Manager at various Iowa points. Congratulations.

Underwood Family Chorus Resumes Rehearsals

Members of the Underwood Family Chorus have resumed rehearsals for their winter season and are meeting each Thursday between 5:15 and 6:45 o'clock on the 11th floor, One Park Avenue.

Although notices were sent to all Underwood employees for registration several weeks ago, those wishing to join the group may still inquire of Miss Charlotte L. Willus, as rehearsals have been in progress only two weeks.

The proposed winter program includes singing for outside activities, hospitals in various sections of the city as well as for the Thanksgiving and Christmas functions to be held at One Park Avenue.

According to Miss Willus, it is not necessary that an employee have musical background or voice talent. The chorus was organized for those enjoying music and singing, so if you're interested, inquire. It may not be too late!

★

HOSPITALIZATION INSURANCE BENEFITS *Increased for* EMPLOYEE DEPENDENTS

Under an improved program in our Group Insurance and Hospitalization Plan, equalized hospital benefits for employees and dependents have been established without any additional contribution from the employee, according to President L. C. Stowell who recently made the announcement.

All Underwood employees and their dependents are eligible for this Group plan of insurance, and with the increased benefits now available for dependents, it should be of particular interest to those employees with families.

Of added interest is the figure of $236,823.00 which represents payments made to Underwood employees since inauguration of the plan in the company.

If you do not have the plan and are interested, consult your supervisor or manager and an application will be secured for you.

38th NATIONAL BUSINESS SHOW

September 30th to October 5th

GRAND CENTRAL PALACE • NEW YORK CITY

What promises to be the most interesting display of office machines and equipment ever staged at any Business Show will appear at Grand Central Palace, New York City, when the 38th National Business Show opens on September 30.

The show will continue for a full week, closing on October 5, and inasmuch as this is the first opportunity business executives have had in five years to view systems, machines and equipment developed by outstanding business engineers, a record-breaking attendance is expected.

At the Show, Underwood will occupy a space of 2,000 square feet for displaying our latest models in typewriters, adding machines and accounting equipment.

A series of forums, discussions and addresses will be staged by the New York Chapter of the National Office Management Association and the National Association of Cost Accountants.

Full details and photographs of the Underwood exhibit and products displayed at the Business Show will be carried in the next issue of the *Underwood News*.

★

RIO DE JANEIRO DEALER SPONSORS CONTEST . . .

Below are contestants from the Underwood School for Typists and Stenographers who participated in a Typing Contest sponsored by Byington & Company, Underwood dealer in Rio de Janeiro, Brazil, recently.

The contest was the first of its kind in Rio de Janeiro and was held at one of the city's leading clubs where a dance followed honoring the participants.

First prize was an Underwood Portable Typewriter with the second prize a fountain pen.

A group of the students in action during the contest is shown at bottom.

The Feminine View

by LILLIAN DENTON

Autumn Days Are Here

And, when that first colored leaf comes fluttering to your feet, you'll hear the far-off call for cool-weather eating. Warm dishes and gooey desserts will come back into their own!

Because it's good sense to eat green beans for food value, even though at best they run second to meat and potatoes, we've located a recipe that lifts beans out of the doldrums and gives you a meal all in one dish.

3 large onions
1½ pounds green string beans
Boiling salted water
½ pound canned luncheon meat
2 tablespoons margarine
1 clove garlic minced
2 large tomatoes peeled and diced
¼ teaspoon salt
1 tablespoon brown sugar
1 teaspoon mustard-with-horseradish

Peel onions, cut in two crosswise and place in bottom of deep saucepan. Cover with string beans. Add boiling salted water to depth of 1 inch in pan. Cover closely and cook until tender, about 20 minutes. Meantime dice luncheon meat. Saute in margarine until delicately browned and remove. Add garlic, tomatoes and seasonings and cook covered 10 minutes. Arrange beans and onion attractively. Cover with sauce, garnish with meat and serve very hot. Serves 6.

Yum, yum . . . beans, onions and meat

NO MORE STARCH

Girls, you won't sing the wash day blues quite so loudly if your cotton dresses, aprons and such are Kandarized. No starch is needed because the new treatment gives a permanent finish to cotton fabrics that repeated washing or dry cleaning will not affect. Chemistry gets the credit for this one. Wearing a Kanderized dress, the model above demonstates how the process is applied at the time of manufacture.

A Clever Trick

Ever have to alter the length of slips? Then you'll love this hint from one of our *Feminine View* readers:

Take the slip "as is" and measure the length you will want. Turn the bottom of the slip up to its desired length and sew as closely to the fold as possible. After stitching, cut off the excess portion of the slip—do this very close to the stitching. Now, turn the stitched edges under and blind stitch, and you'll have as good a rolled hem as you can buy!

* * *

An Exciting Business Dress for Fall

If you're looking for an early fall dress, a featherweight spun-rayon-and-wool flannel will be a good choice for office wear. It's durable, fashionable (the last word!) and can even be taken for an out-of-the-city week end. This one is beige, two-tone cross-country check with soft shoulders, fly front, and a two-tone twisted leather belt. With this classic but soft dress, wear a colorful tailored hat and crocheted gloves, and you'll be the envy of every career girl in town. Remember, plain, simple dresses for those 9 till 5 hours will always give you a sense of well being!

A good choice for your first fall dress—softly tailored, fly-front classic.

—Happenings 'Round and About

Rochester

Walt Hazelton is our new Sales Agent in the Elmira, New York territory. He has been with the Company 25 years and has our sincere best wishes.

Washington

News has reached us of the death of Robert G. Masterton, former office manager at the Pittsburgh branch, who died in the Walter Reed Hospital here. He had been with the Navy Department since 1940, but will be remembered by many friends in the Underwood organization.

Baltimore

After a long absence Catherine Eisenberger Shoemaker has returned and is now a member of the Baltimore personnel. She started with the Elliott Fisher factory in Harrisburg in 1917 and when that office was moved to 39 Vesey Street, New York City, she went to New York and trained the feminine personnel and then returned to Harrisburg. During her time with the company she has held positions as telephone operator, receptionist, telephone and teletype operator and supervisor of an Office Service Division. It's nice to have her back.

Davenport

Congratulations are extended Branch Manager R. W. Holmes on his 25th anniversary with the Company. He became associated with Underwood at Springfield, Missouri in the Service Department.

* * *

A new member of our staff is Worling W. Hulting, Accounting Machine Salesman. Welcome!

Portland, Oregon

We are glad to welcome Beverly Rosenlof as our new Cashier. She succeeds Kingsley Chapin who became engaged while visiting her home town in eastern Oregon recently.

* * *

Typewriter Divisional Manager Charles G. Petersen is our latest member to the "Grandfather's Club," and was properly initiated recently. A granddaughter brought about his membership!

* * *

We are almost tempted to organize a Legion Post from our own returned veteran number. Those whom we have not listed and who are back are Tim Bates, Bob Pedersen, Harold Kimsey, Archie Stewart, John Unger, Carl DuBois, John Melnik and Bob Hale of the Service Department; and Bob Blanchard and Lee Hansen of the Sales Department. It's nice having these fellows back!

* * *

Branch Manager H. K. Ehrsam recently made a trip through the East Oregon territory and reports Mike Maloney is fast converting small and

$5.00 for Snapshots!

The Underwood News Wants Vacation Pictures

Many Underwood employees have taken interesting vacation trips to field, stream, lake and mountain this year, and the *Underwood News* would like to publish some of the pictures you have brought back. During the next three months we will pay $5.00 for each vacation or sports snapshot published. The pictures can be of "your kids," the family, a picnic, boating, swimming, golfing or any other subject matter of interest to people generally-speaking. This offer is limited to Underwood employees of course.

NEW OFFICES IN SACRAMENTO

Members of the Sacramento, California branch are settled in their new quarters, enjoying a brand new one-story stucco building designed especially for Underwood. A large floor space accommodates displays, demonstration equipment and the Cashier's counter, and wide entrances in the back of the building allow for efficient handling of deliveries. Inasmuch as the location adjoins the Municipal Auditorium, the windows are viewed by unusually large crowds of people, and Branch Manager J. B. Rodgers says many compliments have been received on their displays.

large communities into exclusive Underwood territories. Could the Irish smile be helping?

Albany

Walter A. Brash of Schenectady and Mrs. Brash are parents of a son born August 18. He has been named Colin Stuart.

* * *

George W. Fryer, Accounting-Adding Machine Division Manager recently handled a sale of 14 Class D Sundstrand Accounting Machines to the State Department of Public Works and eight Class A's to Socony Vacuum Oil Company, this company having used competitive equipment for a long time. Mr. Fryer is happy and the entire personnel is proud.

Rockford, Illinois

W. E. Mattox is proud of his new baby daughter, Pamla Ann. And, we would say a man who acquires a new apartment and a new daughter all in one month has plenty to talk about.

* * *

Al Pagani has added another user of Class D Composite Payroll Machines to his list.

New Haven

New Haven personnel is happy to see Harry D. Chadwick back as a Typewriter Salesman. He was transferred from the Bridgeport Branch.

Joseph Hodovanik recently joined our personnel as an Apprentice Serviceman. When his training on typewriters has been completed, he will transfer to the Waterbury Sub-Branch.

* * *

Buzzing around is news of E. C. Dunbar's fishing trip to Maine and S. E. Nadassy's good fortune in locating a new home.

Des Moines

Our heartiest congratulations to C. L. Trask, former Accounting Machine salesman who has been appointed Divisional Manager of Adding Machines and Accounting Machines.

* * *

Returned from the Service are Glen Olmsted, Typewriter Salesman at Davenport; Carl Smith, Typewriter Salesman at Cedar Rapids; C. D. Krause, Adding Machine Salesman at Omaha; and Leo Howdeshell, Sales Agent at Pierce, Nebraska. In our Service Department those who have returned to their former positions are John O. Heggen, Gordon Kershner and William A. Clement, Jr. of Des Moines; Richard Petersmith of Cedar Rapids; Kenneth C. Hull of Ottumwa; and Walter Suiter of Omaha.

Pittsburgh

G. J. Husk has been made Divisional Manager, Adding Machines.

UNIVERSITY OF TORONTO STUDENTS SELECT "PERFECT" SECRETARY

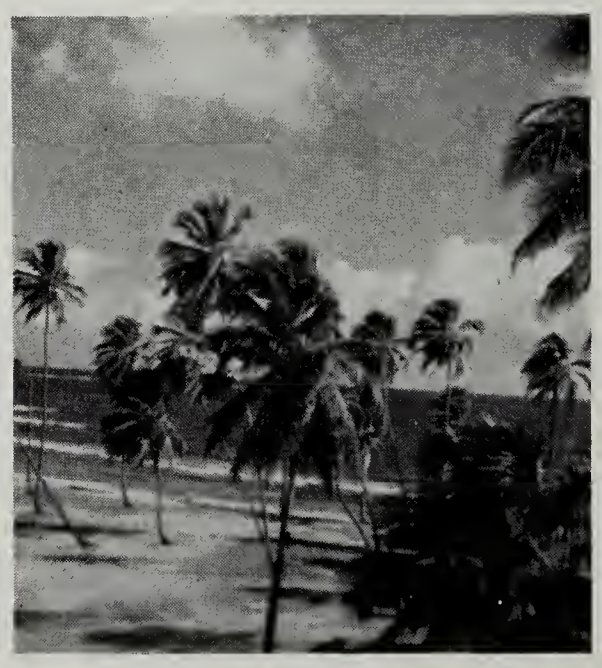
Selected by their classmates as "most likely to succeed in business," four returned war veteran students at the University of Toronto, Canada, in turn picked attractive Barbara Ellis as the "girl I'd most like to have for secretary." The selection of Miss Ellis, who, as it happens, has completed a secretarial course, was made at a class dance.

Denver

Frank M. Gerber has been made Division Manager of Accounting and Adding Machines here. He became associated with the Denver branch in 1943 as Accounting Machines sales-

GEORGE BENDER EXPERIENCES EARTH-QUAKE IN DOMINICAN REPUBLIC

On August 1 when a severe earthquake struck the Dominican Republic, George Bender, New York General Service Department, was in San Juan, the guest of George F. Mero, Underwood dealer in Puerto Rico, and was able to witness the quake. According to Mr. Bender, his feet were firm, but the floors of the building were moving most "peculiarly". Although the greatest loss was around the village of Matanzas, San Juan suffered some damage. Photos show the apartment building where Mr. Mero lives, a beach scene and Mr. Bender with a group of boys from the San Juan service department.



TIE A STRING 'ROUND YOUR FINGER

The weeks between October 15 and November 15 this year have been designated as the mailing period for Christmas packages going to soldiers overseas.

Packages may be sent without request slips this year, and due to there being smaller numbers overseas, the November deadline is allowed. Postal officers, however, have urged that packages going to distant points such as Korea should be mailed in October.

Underwood Vets Number 2032

By September 24, 2,032 men and women who served in the Armed Forces were back with Underwood. The original number serving was 2,176.

Little Nancy Wendt, three-year-old daughter of Supply Division Sales Manager W. J. Wendt and Mrs. Wendt, looks startled as she is photographed at work on her Underwood portable in their home in New York City. According to her father who snapped the picture, Nancy spends much time with the typewriter using the "hunt and peck" system. A champion in the making?

man in which position he has worked until his recent promotion. Congratulations.

* * *

New members of our personnel are Ruby Lynch, secretary; Lois Banes, clerk; Walter C. Brower, typewriter salesman; Keith Elhart, accounting machine salesman; and Irwin Rupple, Harold Walker and Douglas Murray, service department.

* * *

Our building is undergoing a "face lifting" job. A complete terra cotta front is being installed and promises to be very attractive when finished later in the year.

* * *

Jesse Cope is back in the Typewriter and Adding Machine Sales Division after pinch-hitting during the war at the Pueblo branch.

* * *

Supply Salesman Jim Baker and Mrs. Baker are the proud parents of a new daughter, Susan Anette.

Spokane

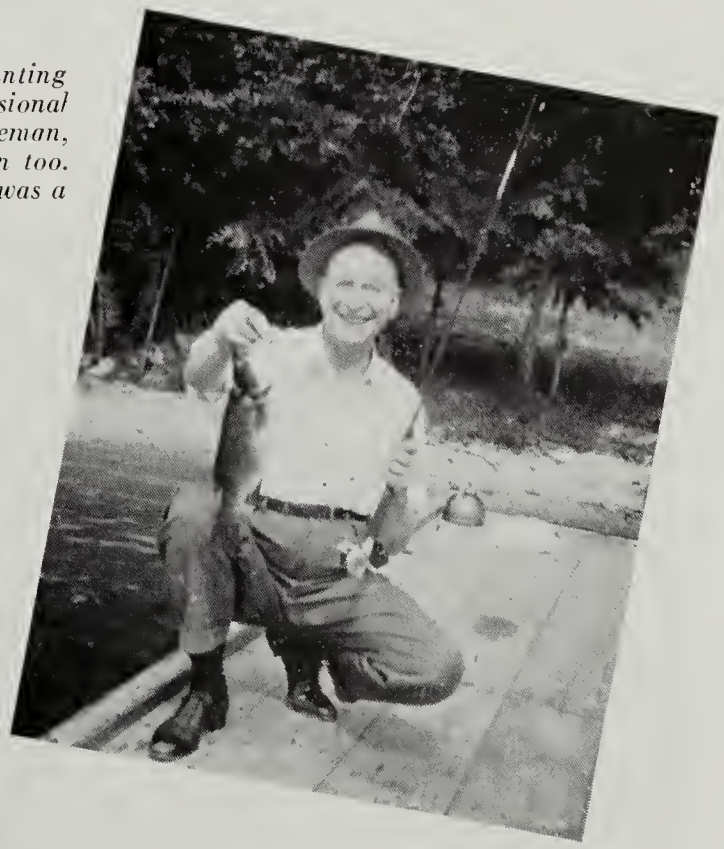
We welcome Daniel Hager who has joined our organization as an Accounting Machine Salesman. He was discharged from the Army a few months ago as a Captain and saw service in the European theaters.

* * *

Under the GI Training Program, Lee Lawson, recently discharged from the Army, is training as a serviceman for typewriters. He is under the ca-

TRUE FISHERMEN

True fishermen bring home the bait! Thus W. H. von Hacht (below) of the Accounting Machine Division, New York City, holds the bait up and has Loyal A. Weitz, Divisional Manager of the Spokane and Butte branches, hold the real catch. N. P. Coleman, Regional Manager of Spokane looks on, even though he was one of the fishermen too. At far right Mr. von Hacht wreathes his own fish with a genuine smile! The event was a week-end visit to the summer home of Mr. Coleman near Spokane, Washington.



HE'S YOUNG, BUT HARD AT WORK

Little John Averill Valentine is hard at work on his grandfather's Underwood seen in the offices of the Mount Vernon Daily Herald of Mount Vernon, Washington. Grandfather Harry B. Averill is editor and publisher and while visiting in New York City recently called at the One Park Avenue offices and left this favorite snap of his grandson. The Daily Herald has a daily circulation of 5,100 for a population no larger and uses eight Underwoods for writing out the news of the day. Master Valentine is the son of Lieutenant Commander William John Valentine and Mrs. Valentine of Washington, D. C.

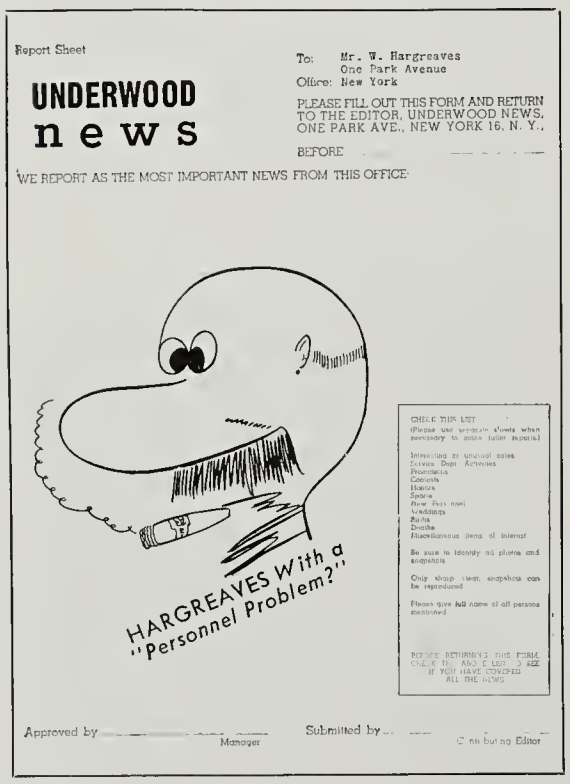
pable tutorship of our foreman, Ted McFadden.

* * *

Leo Silky is our new Accounting Machine Salesman. He comes to us with considerable experience in accounting machines, and we are glad to welcome him.

New York

(A REPLY)



Report Sheet

UNDERWOOD news

To: Mr. W. Hargreaves
One Park Avenue
Office: New York

PLEASE FILL OUT THIS FORM AND RETURN TO THE EDITOR, UNDERWOOD NEWS, ONE PARK AVE., NEW YORK 16, N. Y.,

BEFORE

WE REPORT AS THE MOST IMPORTANT NEWS FROM THIS OFFICE:

HARGREAVES With a "Personnel Problem?"

CHECK THIS LIST

Approved by Manager

Submitted by Contributing Editor

* * *

After 10 years at One Park Avenue, Blanche Michel, secretary to James D. Donovan, has departed to assume household duties. She leaves many friends in the organization and was well known in the field inasmuch as Mr. Donovan was Sales Manager of the Adding Machine Division, Sales Manager of the Typewriter Division and Eastern District Manager during the time she acted as his secretary. A group of girls from the General Office entertained Mrs. Michel with a luncheon and presented her with an attractive gift.

* * *

Detroit

We are happy to welcome George S. Lang home after 50 months in the Service. He returns to join what we consider one of the best staffs of Accounting Machine salesmen in the Underwood employ.

* * *

New Supply Clerk is Elaine Szymanski replacing Betty Mayer, who left to return to her home in Minneapolis.

* * *

Al Fegel who has been with Underwood for 14 years is back after 33 months in the Army. We are glad to welcome him home.

* * *

William Bulgrin has been transferred from Supply Sales to Typewriter Sales.

* * *

New in our Supply Sales Department are William Clemmons of New York City and Robert Davidson of Detroit. R. D. Mohlman has joined the Typewriter Sales.

* * *

William E. Walsh, Typewriter Sales, has been transferred from Detroit to San Diego, California.

THE DOUBLE-BREASTED COAT

By Sheila Grant

Professor James Fallade placed a book-mark between the pages of the copy of "Homer" he had been reading and reached for the phone.

"A nice one for you this time, Doc," said a familiar, sardonic voice. "Nice and simple. James Karni, the jeweler, was found dead in his apartment hallway."

Groaning with exasperation, Fallade looked longingly at the book he must leave behind and called for his car. He knew that Detective Inspector Brennan would not have called him on any mere routine murder. The friendly rivalry between Brennan, an exponent of the police-routine method of crime deduction, and Fallade, professor of psychology, had resulted in solving too many crimes for that.

Old Karni, a perfect example of an immigrant peddlar who had hit the top. Select, rich clientele. But, knowing his social limitations, he had taken into business with him Larry Brage, a young man of impeccable social position and heir to a steel fortune. Karni had recently married one of the most glamorous of the season's debutantes.

Fallade swung from his big car to the curb in front of the Mayfair Apartments. "The Inspector's waitin' for you upstairs," said a police sergeant. "We got Brage and Karni's young wife at the airport, startin' for Lisbon."

On the second floor, at the far end of the corridor, something lay covered on the floor. A dapper, young man was comforting a sobbing young woman and a quiet little man with the keenest of eyes was contemplating them who turned with a flippant: "Hiya, Braintrust?"

"Greetings, Ol' Sleuth" clipped Fallade. "Who done it?"

"One of 'em. It's cold, Doc. Take a look", as he pulled back the sheet from the body.

Karni was fully dressed, even to a natty topcoat which was buttoned. No

GEORGE HOSSFIELD TAKES A BUSMAN'S HOLIDAY

When George Hossfield, New York office, traveled with his family for a vacation recently at Camp Trever near Laconia, New Hampshire, he took a real busman's holiday by performing before the local Rotary Club. Upon the invitation of Underwood Dealer C. C. Rogers, George demonstrated in his usual championship form, 139 net five-stroke words a minute on a new Underwood, proving speed is due to rhythm. Several local typists were guests for the occasion. The local Laconia Evening Citizen carried the item as front-page news.

sign of violence. Brennan pulled the topcoat down a little to reveal a bullet-hole at the left.

"When the maid found him" he explained, "she thought he had had a heart attack. Karni had a bad heart. Trying to feel his heart beat she saw the bullet-hole, phoned for us, we had all exits from town plugged and so picked up Karni's wife and the young man ready to fly to Lisbon under assumed names. Now they won't talk."

Fallade examined the topcoat. He tugged at it until some of the back was visible, grunted and then stood up with: "Elementary, my dear Sherlock. Is there a rug in Karni's apartment with long, white—say a bear rug?"

"Yeah," said Brennan. "I saw those long hairs on the inside of the coat, too."

"Yes, but have you noticed how it is buttoned?"

"Don't get you, Jim. What about it?"

"But how do you button your double-breasted, Mike?" asked the professor softly.

Brennan's hands went through the motions. "Got it, Doc. I button my coat left hand over right but that coat's buttoned right over left. Hmmm, let's see: Women button coats differently from men, don't they?" And, turning to the young woman: "Marie Karni, I arrest you . . ."

"But just a minute," said Fallade. "Mrs. Karni *didn't* kill her husband."

Brennan turned in a quiet rage. "Whaddya mean? Didn't you tell me, just now, that a man buttons his coat left hand over right? And wasn't Karni killed in his apartment and then dressed in his topcoat to cover the bullet-hole and make it appear like a heart attack so's the young pair could skip the country?"

"Take it easy, Mike," grinned Professor Fallade. "That's all very well but the fact is that Mrs. Karni didn't kill her husband as I have said. The killer was a man. Arrest Larry Brage."

—How did the psychology professor KNOW definitely that the killer was a man?

SOLUTION:

The long, white hairs from the bear rug showed Professor Fallade that the coat had been placed on Karni's dead body while it had been lying on the floor of the apartment. A man uses his left hand on a buttonhole and his right hand on a button naturally. But, since he was buttoning the other man's coat from the front, the result was that the coat was buttoned from right to left, right side over left side. Try it yourself in the mirror!

UNDERWOOD NEWS

Vol. 14 September, 1946 No. 4

Family Magazine of the
UNDERWOOD CORPORATION

P. D. Wagoner
Chairman of the Board

L. C. Stowell, *President*

C. S. Duncan
Secretary—Treasurer

Published at
One Park Avenue • New York 16, N. Y.

Andrew Cerruti, *Editor*

Lillian Denton
Associate Editor

Member of House Magazine Institute.

★

MAGAZINE GETS A CRITIC!

A long-waited-for written criticism from a reader has reached the Editor at last. The comments did not spell bouquets, but the *onions* were enjoyed and the suggestions weighed. Too, affirmative nods from the heads of ye editors were cast in the direction of our Toledo critic who wouldn't sign HER name. What a shame there was no name! It would have been fun to point out reasons why some editors don't live to ripe old ages.

Now that the ball is rolling, why don't other readers jot down a few comments and send in to One Park Avenue? Wouldn't a *From the Readers* column made up of *your* letters be a first move toward *adding something new?*—ED

★

OUR COVER

The spirit of an Underwood Portable user! Comes youth, comes age—there is the same smile of satisfaction.

Underwood Sundstrand . . . KEYBOARD EXPRESS to Figure Facts!

HERE'S your quickest . . . most direct approach to figure facts . . . the Underwood Sundstrand Adding Machine.

Only 10 figure keys . . . all under the finger tips of one hand . . . eliminate unnecessary arm and hand travel. You are actually miles and minutes closer to the figures you need.

Speed is built into this machine's operation, too. Fingers ripple over the keyboard . . . setting up numerals . . . adding, subtracting or multiplying . . . providing totals, sub-totals, and credit balances . . . in the shortest possible time.

High speed "touch method" of operation can be acquired by any employee in just a few hours.

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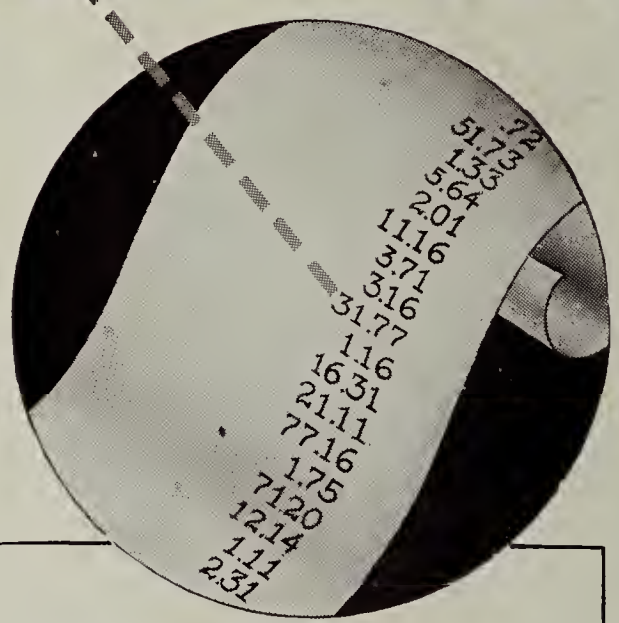

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